



# **1998 UNIFIED EXPORT STRATEGY AND APPLICATION HANDBOOK**

---

**The United States Department of Agriculture (USDA) prohibits discrimination in its programs on the basis of race, color, national origin, sex, religion, age, disability, political beliefs, and marital or familial status. (Not all prohibited bases apply to all programs). Persons with disabilities who require alternative means for communication of program information (braille, large print, audiotape, etc.) should contact the USDA Office of Communications at (202) 720-5881 (voice) or (202) 720-7808 (TDD).**

**To file a complaint, write the Secretary of Agriculture, U.S. Department of Agriculture, Washington, D.C. 20250, or call (202) 720-7327 (voice) or (202) 720-1127 (TDD). USDA is an equal employment opportunity employer.**

# 1998 UNIFIED EXPORT STRATEGY

## *Table of Contents*

	<u>Page</u>
● Certification Statement	4
● Applicant Profile, Product and Region Information	5
● Summary of Resource Requests and Export Goals	8
● Analysis of U.S. and World Market Situation	9
● U.S. and World Production and Trade	10
● Market Identification Worksheet (Step 1)	11
● Market Assessment Worksheet	12
● Export Strategy Worksheet (Step 2)	13
● Requests for Resources:	
1. Market Development Assistance	
a) Market Access Program (MAP)	17
1) Carryover Calculation Table	20
b) Foreign Market Development Program (FMD)	22
c) Section 108	27
d) Emerging Markets Program (EMP)	30
e) Cochran Program	31
2. Financial Marketing Assistance	
a) GSM 102, GSM 103, Supplier Credit	32
3. Trade Policy Assistance	
a) Trade Policy Initiatives	36
● <b>APPENDIX</b>	39
1. Cochran Fellowship Program Description	40
2. Table of Country Codes	43
3. Table of Commodity Aggregate Codes	46

### **Certification Statement**

I, the undersigned, do hereby certify that any funds received under the Market Access Program or the Foreign Market Development Cooperator Program will supplement, but not supplant, private or third party participant funds or other contributions to program activities. I also acknowledge that all records supporting this claim shall be made available upon request to authorized officials of the U.S. Government for purposes of making audits, examinations, excerpts and transcripts.

I further certify that, to the best of my knowledge, the information contained in this application is true and accurate.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Name:** \_\_\_\_\_  
(Print or Type)

**1998 UNIFIED EXPORT STRATEGY**  
***Applicant Profile, Product and Region Information***

---

<b>Section 1. Applicant Profile and Background Information</b>
--

**a) Name and Address of Applicant (Street, City, State and Zip Code):**

**b) Name of Chief Executive Officer (or Designee):**

**c) Name and Telephone Number of Primary Contact Person:**

**d) Type of Organization:**

- ☐ Nonprofit U.S. agricultural trade organization
- ☐ Nonprofit state regional trade group
- ☐ U.S. agricultural cooperative
- ☐ State agency
- ☐ Small U.S. commercial entity (include size certification statement)

**e) Tax Exempt Identification Number (for non-profit entities only):**

**f) Description of the Organization and its Membership:**

**g) List of Affiliated Organizations:**

**h) Description of U.S. Office Management and Administrative Capability** (Include the names, position, percent of time devoted to the MAP and FMD, if applicable):

<u>Name</u>	<u>Position</u>	<u>Percent of Time</u>	
		<u>MAP</u>	<u>FMD</u>

**i) Description of Prior Export Promotion Experience:**

<b>Section 2. Description of Products</b>
---

**a) Description of the Exported Agricultural Commodities and Products Covered by the Unified Export Strategy and the Percentage of U.S. Origin Content:**

Exported Product	Commodity Aggregates \1	Percent of U.S. Origin
1.		
2.		
3.		
4.		
5.		
6.		

1/ Refer to Appendix Item # 3 for the Table of Commodity Aggregate Codes.

### Section 3. Description of Regions

a) Name and country listing of all regions identified in this UES application:

TABLE OF REGIONS	
<i>Region Name</i>	<i>List of Countries in Region</i>

# 1998 UNIFIED EXPORT STRATEGY

## *Summary of Resource Requests and Export Goals*

● **Organization:**

<b>Table 1. Summary of Resource Requests and Export Goals</b> (For all promoted products)		
<i>Program</i>	<i>\$ Request</i>	
Market Access Program (MAP)		
Foreign Market Development Cooperator Program		
Section 108		
Emerging Markets Program (EMP)		
Cochran Fellowship Program (\$ and number of Applicants)	\$	#
GSM 102		
GSM 103		
Supplier Credit		
<b><i>Actual Exports and Export Goals</i></b> (For all promoted products by dollar value)	<b><i>U. S. Exports</i></b> ( <b>\$</b> )	<b><i>World Trade</i></b> ( <b>\$</b> )
1993		
1994		
1995		
1996		
1997 (Estimate)		
1998 (Goal)		
1999 (Goal)		
2000 (Goal)		
2001 (Goal)		
2002 (Goal)		
2003 (Goal)		
2004 (Goal)		

Source: Indicate source(s) of all trade data used in this table.



# 1998 UNIFIED EXPORT STRATEGY

## *Analysis of U.S. and World Market Situation*

---

- **Organization:**

**Domestic Developments:** For each product, please discuss recent domestic developments, the outlook for domestic production and exportable supplies to the year 2002, share of U.S. production that is exported, and strengths and weakness of the domestic industry as it relates to the international market.

**International Developments:** For each product, please discuss current market conditions, the outlook for the U.S. product in the world market, and the short- and long-term competitive threats posed by our competitors.

# 1998 UNIFIED EXPORT STRATEGY

## *U.S. and World Production and Trade*

- **Organization:**

<b>Table 2.</b> <b>U.S. and World Production and Trade</b>							
<b>Product:</b>							
<b>Year</b>	<b>U.S. Production</b>	<b>U.S. Exports to the World</b>		<b>Exports as a Share of U.S. Production 1/</b>	<b>World Trade</b>		<b>U.S. Share of World Trade 1/ (8)</b>
<b>(1)</b>	<b>(2)</b>	<b>(3)</b>	<b>(4)</b>	<b>(5)</b>	<b>(6)</b>	<b>(7)</b>	<b>(8)</b>
	<i>Volume (Units) or Value (\$)</i>	<i>Volume (Units)</i>	<i>Value (\$)</i>	<i>Percent</i>	<i>Volume (Units)</i>	<i>Value (\$)</i>	<i>Percent</i>
<b>1993</b>							
<b>1994</b>							
<b>1995</b>							
<b>1996</b>							
<b>1997 (E)</b>							
<b>1998 (F)</b>							
<b>1999 (F)</b>							
<b>2000 (F)</b>							
<b>2001 (F)</b>							
<b>2002 (F)</b>							
<b>2003 (F)</b>							
<b>2004 (F)</b>							

Source: Indicate source(s) of all data used in this table.

1/ Please indicate if the share has been calculated from value or volume trade numbers.

# 1998 UNIFIED EXPORT STRATEGY

## Market Identification Worksheet (Step 1)

● Organization:

Table 3. Market Identification Worksheet (Step 1) Product:							
(1) Targeted Countries (Listed in order of importance)	(2) Current or Average Value of Imports from All Suppliers	(3) Projected Annual Rate of Import Growth From All Suppliers	(4) Current or Average Value of Imports from U.S.	(5) Current U.S. Competitive Position: Relative U.S. Market Share (U.S. share divided by share of leading competitor)	(6) Absolute U.S. Market Share		(7) Goal for U.S. Export Growth rate
	199x-199x	1998-2004	199x-199x		1992	1996	1998-2004
	(\$)	(%)	(\$)		(%)		(%)
1. World							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							
25. (Countries as Needed)							

Source: Indicate the source(s) of all trade data used in this table.

# 1998 UNIFIED EXPORT STRATEGY

## *Market Assessment Worksheet*

- Organization:

**Table 4.**  
**Market Assessment Worksheet**  
**Country/Region:**  
**Product:**

**1. Market Assessment:**

**2. Long-term Strategy in this Market:**

**3. Past Performance and Evaluation Results:**

**4. Export Goals:**

Year	Value (\$)	or	Volume (Units)	U.S. Market Share
1998				
1999				
2000				
2001				
2002				
2003				
2004				

**1998 UNIFIED EXPORT STRATEGY**

**Export Strategy Worksheet (Step 2)**

**Country/Region:**

**Product:**

***Strategic Focus: Constraint(s) and Performance Measures (i.e., Outcomes)***

***Constraint/Opportunity #1***

**I. Description:**

**II. Performance Measures:**

**A. Baseline (199X)**

**B. 1998**

**C. 1999**

**D. 2000**

**E. 200X**

***Strategic Response: Resources and Activities (i.e., Outputs)***

***Activity Information for Activities Addressing Constraint/Opportunity #1***

***Activity #1***

**A. Activity Code:**

**\*\*\*\*\***

**B. Funding Source:**

\_\_\_\_\_

**C. \$ Request:**

\_\_\_\_\_

**D. Activity Description:**

**E. Expected Result/Time Frame:**

**1998 UNIFIED EXPORT STRATEGY**

**Export Strategy Worksheet (Step 2)**

**Country/Region:**

**Product:**

**(Continued)**

*Activity Information for Activities Addressing Constraint/Opportunity #1 (cont'd)*

**Activity #2**

- A. **Activity Code:** \* \* \* \* \*
- B. **Funding Source:** \_\_\_\_\_
- C. **\$ Request:** \_\_\_\_\_
- D. **Activity Description:**
- E. **Expected Result/Time Frame:**

**Activity #3**

- A. **Activity Code:** \* \* \* \* \*
- B. **Funding Source:** \_\_\_\_\_
- C. **\$ Request:** \_\_\_\_\_
- D. **Activity Description:**
- E. **Expected Result/Time Frame:**

**1998 UNIFIED EXPORT STRATEGY**

**Export Strategy Worksheet (Step 2)**

**Country/Region:**

**Product:**

**(Continued)**

***Strategic Focus: Constraint(s) and Performance Measures (i.e., Outcomes)***

***Constraint/Opportunity #2***

**I. Description:**

**II. Performance Measures:**

**A. Baseline (199X)**

**B. 1998**

**C. 1999**

**D. 2000**

**E. 200X**

***Strategic Response: Resources and Activities (i.e., Outputs)***

***Activity Information for Activities Addressing Constraint/Opportunity #2***

***Activity #1***

**A. Activity Code:** \*\*\*\*\*

**B. Funding Source:** \_\_\_\_\_

**C. \$ Request:** \_\_\_\_\_

**D. Activity Description:**

**E. Expected Result/Time Frame:**

**1998 UNIFIED EXPORT STRATEGY**  
**Export Strategy Worksheet (Step 2)**  
**Country/Region:**  
**Product:**  
**(Continued)**

*Activity Information for Activities Addressing Constraint/Opportunity #2 (cont'd)*

**Activity #2**

- A. Activity Code: \* \* \* \* \*
- B. Funding Source: \_\_\_\_\_
- C. \$ Request: \_\_\_\_\_
- D. Activity Description:
- E. Expected Result/Time Frame:

**Activity #3**

- A. Activity Code: \* \* \* \* \*
- B. Funding Source: \_\_\_\_\_
- C. \$ Request: \_\_\_\_\_
- D. Activity Description:
- E. Expected Result/Time Frame:



# 1998 UNIFIED EXPORT STRATEGY

## Summary of MAP Activity Requests

● Organization:

<b>Table 5.</b> <b>Market Access Program: Activity Budget Summary (All Promoted Commodities)</b> Indirect Costs: (Expenses associated with a unique activity, such as travel, consulting fees, STRE, promotional material, advertising, per diem, etc.)					
(1) Country/Region	(2) Generic	(3) Brand	(4) Research	(5) Evaluation	(6) Total
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					
13.					
14.					
15. Countries/Regions (as needed)					
16. Global Activity					
17. Global Activity					
<b>Total MAP Activity Budget</b>					

# 1998 UNIFIED EXPORT STRATEGY

## Summary of MAP Administrative Budget Request

● **Organization:**

<b>Table 6.</b> <b>Market Access Program: Administrative Budget Summary</b> Direct Costs: (Administrative costs that would be shared across all activities, such as salaries, utilities, communication, office supplies and equipment, travel associated with administrative activities such as staff conferences)				
(1) Administrative Centers & Activity Codes by Country/Region \1	(2)  Rent	(3)  Salaries	(4)  All Other	(5)  Total
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
<b>Total MAP Administrative Budget</b>				
<b>Total MAP Activity Budget (From Table 5.)</b>				
<b>TOTAL MAP BUDGET REQUEST (Activity and Administrative)</b>				

1/ Include an appropriate ten character activity code.

# 1998 UNIFIED EXPORT STRATEGY

## MAP Contribution Table

- Organization:

<i>Table 6a.</i> <i>MAP CONTRIBUTION TABLE</i>		
Total MAP Contributions (Expressed as a percent of the requested MAP resources or in dollars)	Percent	Dollars
Applicant		
Industry/State		
Total \1		

1/ Applicants are legally obligated to contribute this amount since the program allocation is based in part upon this figure. Contributions counted toward this program may not be counted as contributions toward any other programs for which assistance has been requested under this Unified Export Strategy.

# 1998 UNIFIED EXPORT STRATEGY

## Calculation of MAP Carryover

- **Organization:**

<b>Table 6b.</b> <b>Market Access Program: Carryover Calculation Table</b> Those applicants who received MAP funding in previous years must use the following methodology to calculate the amount of available carryover for 1998.			
Year 1/	Allocation 2/	Expenditures 3/	Balance 4/
1991			
1992			
1993			
1994			
1995			
1996			
1997			
TOTALS			5/

1/ Begin with the first year of participation in the MPP or MAP. In this example, the first year of participation was 1991. For 1991, note that funds from the TEA program may not be carried forward into the MAP, and should not be included in this table.

2/ Amount of CCC resources authorized in annual program agreements ("new" funds only).

3/ Actual participant expenditures reimbursed by CCC. For 1996, use estimated total expenditures if actual expenditures are not yet available. For 1997, use estimated total expenditures.

4/ Balance = Allocation - Expenditures within each program year.

5/ Total estimated carryover.

# 1998 UNIFIED EXPORT STRATEGY

## *Foreign Office Staffing Pattern: MAP*

- **Organization**

Table 7. Foreign Office Staffing Pattern: MAP \1		
Administrative Centers and Activity Codes by Country/Region \2	Title/Grade	Incumbent

1/ Funded in whole or in part with MAP resources.

2/ Include an appropriate ten character activity code.

**Description of Proposed New Administrative Costs:** Identify and briefly describe any new administrative costs which will be incurred during the course of the year, e.g., the purchase of new computer or other office equipment, the hiring of additional staff, the expansion of office space, etc.

# 1998 UNIFIED EXPORT STRATEGY

## Summary of FMD Activity Requests

- **Organization:**

<b>Table 8.</b> <b>Foreign Market Development Program: Activity Budget Summary</b> <b>(All Promoted Products)</b> Indirect Costs: (Expenses associated with a unique activity, such as travel, consulting fees, STRE, promotional material, advertising, per diem, etc.)				
(1) Country/Region	(2) Generic	(3) Research	(4) Evaluation	(5) Total
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15. Countries/Region (as needed)				
16. Global Activity				
<b>Total FMD Activity Budget</b>				

# 1998 UNIFIED EXPORT STRATEGY

## Summary of FMD Administrative Budget Request

● **Organization:**

<b>Table 9.</b> <b>Foreign Market Development Program: Administrative Budget Summary</b> Direct Costs: (Administrative costs that would be shared across all activities, such as salaries, utilities, communication, office supplies and equipment, travel associated with administrative activities such as staff conferences)				
(1) Administrative Centers and Activity Codes by Country/Region <sup>1</sup>	(2)  Rent	(3)  Salaries	(4)  All Other	(5)  Total
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
<i>Total FMD Administrative Budget</i>				
<i>Total FMD Activity Budget (From Table 8. )</i>				
<b>TOTAL FMD BUDGET REQUEST (Activity and Administrative)</b>				

1/ Include an appropriate ten character activity code.

# 1998 UNIFIED EXPORT STRATEGY

## *FMD Contribution Table*

- **Organization:**

<i>Table 9a.</i> <i>FMD CONTRIBUTION TABLE</i>		
<b>Total FMD Contributions</b> (Expressed as a percent of the requested FMD resources or in dollars)	Percent	Dollars
Applicant		
Industry/State		
Total \1		

1/ Applicants are legally obligated to contribute this amount since the program allocation is based in part upon this figure. Contributions counted toward this program may not be counted as contributions toward any other programs for which assistance has been requested under this Unified Export Strategy.



# 1998 UNIFIED EXPORT STRATEGY

## *Foreign Office Staffing Pattern: FMD*

- **Organization:**

Table 10. Foreign Office Staffing Pattern: FMD \1		
Administrative Centers and Activity Codes by Country/Region \2	Title/Grade	Incumbent

1/ Funded in whole or in part with FMD resources.

2/ Include an appropriate ten character activity code.

**Description of proposed new Administrative Costs:** Identify and briefly describe any new administrative costs which will be incurred during the course of the year, e.g., the purchase of new computer or other office equipment, the hiring of additional staff, the expansion of office space, etc.

# 1998 UNIFIED EXPORT STRATEGY

## *Worldwide U.S. Personnel Cost Summary and Unfunded Liabilities: FMD*

- **Organization:**

<b>Table 11.</b> <b>Worldwide U.S. Personnel Cost Summary: FMD</b>	
Number of U.S. Citizens	
Number of U.S. Citizens whose Salaries are Paid with Project Funds	
Total U.S. Citizen Salaries and Allowances Paid with Project Funds	\$

<b>Table 12.</b> <b>Worldwide Unfunded Liabilities Summary: FMD</b> (as of September 30, 1999)	
Severance Payments	\$
Rent Due or Forfeit	\$
Other (identify)	\$
TOTAL	\$

# 1998 UNIFIED EXPORT STRATEGY

## *Summary of Section 108 Activity Requests*

- **Organization:**

<b>Table 13.</b> <b>Section 108 Program: Activity Budget Summary</b> Indirect Costs: (Expenses associated with a unique activity, such as travel, consulting fees, STRE, promotional material, advertising, per diem, etc.)					
(1) Country	(2) Generic	(3) Brand	(4) Research	(5) Evaluation	(6) Total
1. Tunisia					
2. Morocco					
3. Dominican Rep.					
4. Costa Rica					
5. Jamaica					
6. Sri Lanka					
7. Guatemala					
<b>Total Section 108 Activity Budget</b>					

# 1998 UNIFIED EXPORT STRATEGY

## Summary of Section 108 Administrative Budget Request

● **Organization:**

<b>Table 14.</b> <b>Section 108 Program: Administrative Budget Summary</b> Direct Costs: (Administrative costs that would be shared across all activities, such as salaries, utilities, communication, office supplies, and equipment, travel associated with Administrative activities such as staff conferences.)				
(1) Administrative Centers and Activity Codes by Country \1	(2)  Rent	(3)  Salaries	(4)  All Other	(5)  Total
1. Tunisia				
2. Morocco				
3. Dominican Rep.				
4. Costa Rica				
5. Jamaica				
6. Sri Lanka				
7. Guatemala				
<i>Total Section 108 Administrative Budget</i>				
<i>Total Section 108 Activity Budget (From Table 13. )</i>				
<b>TOTAL SECTION 108 BUDGET REQUEST (Activity and Administrative)</b>				

1/ Include an appropriate ten character activity code.

# 1998 UNIFIED EXPORT STRATEGY

## Section 108 Contribution Table

- Organization:

<i>Table 14a.</i> <b>SECTION 108 CONTRIBUTION TABLE</b>		
<b>Total Section 108 Contributions</b> (Expressed as a percent of the requested Section 108 resources or in dollars)	Percent	Dollars
Applicant		
Industry/State		
Total \1		

1/ Contributions counted toward this program may not be counted as contributions toward any other programs for which assistance has been requested under this Unified Export Strategy.

# 1998 UNIFIED EXPORT STRATEGY

## Summary of EMP Funding Requests

● Organization:

Table 15. Emerging Markets Program		
Budget Items	EMP Request (\$)	Applicant Contribution (\$)
<b>Personnel:</b>		
<i>Sub-Total Personnel</i>		
<b>Travel:</b>		
Airfare:		
In-country transportation:		
Lodging:		
Per diem:		
<i>Sub-Total Travel</i>		
<b>Consultant Fees:</b>		
<i>Sub-Total Consultants</i>		
<b>Administration:</b>		
Facilities:		
Interpreters:		
Training Materials:		
Publications:		
Communications:		
Project Reports:		
<i>Sub-Total Administration</i>		
<b>Equipment:</b>		
<i>Sub-Total Equipment</i>		
<b>GRAND TOTAL BUDGET</b>		

**\*\*Please refer to accompanying Emerging Markets Program Guidelines for details on budget parameters.\*\***

# 1998 UNIFIED EXPORT STRATEGY

## *Summary of Cochran Program*

● **Organization:**

Table 16. Cochran Program \1					
(1) Project Title	(2) Country/s or Region	(3) Number of Participants	(4) Estimated Cost to CFP (\$)	(5) Applicant Contribution (\$)	(6) Contact
<b>TOTAL</b>		#	\$	\$	

**1/ Note:** Industry groups should fax the completed Cochran Fellowship application form (see enclosure) to the appropriate FAS overseas field office. Otherwise, the prospective candidate will not be formally considered for participation in the Cochran Program.

### Table Guidelines

<b>Project Title</b>	From Export Strategy Worksheet - Item D, "Activity Description".
<b>Country/s or Region</b>	From Export Strategy Worksheet - located in page heading.
<b>Number of Participants</b>	The number of candidates you ideally would like to nominate.
<b>Estimated Cost to CFP</b>	Bottom line figure from Export Strategy Worksheet - Item C, "\$ Request".
<b>Applicant Contribution</b>	Contributions or cost sharing such as translation fees, international airfare, or reception costs. At this time, this estimate does not need to be a numeric value, i.e., a narrative description of the contribution will suffice.
<b>Contact</b>	Name, title, telephone, fax, and email address of the person at your organization that we can contact about the proposal.

# 1998 UNIFIED EXPORT STRATEGY

## *Financial Marketing Assistance*

### ● Organization

<b>Table 17.</b> <b>Financial Marketing Assistance Programs</b> <b>Commodity(s):</b>						
<b>Country/ Region</b>	<b>GSM-102</b>		<b>GSM-103</b>		<b>Supplier Credit</b>	<b>Comments</b>
<b>(1)</b>	<b>TMT/Units</b>	<b>\$</b>	<b>TMT/Units</b>	<b>\$</b>	<b>\$</b>	<b>(7)</b>
<b>(2)</b>	<b>(3)</b>		<b>(4)</b>	<b>(5)</b>	<b>(6)</b>	
<b>AFRICA/MIDDLE EAST</b>						
Algeria						
Cote D'Ivoire						
E. Africa 1/						
Egypt						
Jordan						
Lebanon						
Morocco						
S. Africa 1/						
Tunisia						
Turkey						
W. Africa 1/						
Other						
Other						
<i>Sub-Total</i>						



**Table 17. (cont'd)**  
**Financial Marketing Assistance Programs**  
**Commodity(s):**

Country/ Region  (1)	GSM-102		GSM-103		Supplier Credit \$ (6)	Comments  (7)
	TMT/Units (2)	\$ (3)	TMT/Units (4)	\$ (5)		
SOUTH AMERICA						
Andean Region 1/						
Brazil						
Central America						
Colombia						
East Caribbean 1/						
Guatemala						
Jamaica						
Mexico						
West Caribbean 1/						
Peru						
Other						
Other						
Sub-Total						

<b>Table 17. (cont'd.)</b> <b>Financial Marketing Assistance Programs</b> <b>Commodity(s):</b>						
<b>Country/ Region</b>	<b>GSM-102</b>		<b>GSM-103</b>		<b>Supplier Credit</b>	<b>Comments</b>
<b>(1)</b>	<b>TMT/Units</b>	<b>\$</b>	<b>TMT/Units</b>	<b>\$</b>	<b>\$</b>	<b>(7)</b>
<b>(2)</b>	<b>(3)</b>		<b>(4)</b>	<b>(5)</b>	<b>(6)</b>	
<b>EUROPE</b>						
Bulgaria						
Croatia						
Czech Rep.						
Estonia						
Latvia						
Lithuania						
Poland						
Russia						
Slovakia						
Slovenia						
Fmr. Yugo. Rep. of Macedonia						
Other						
Other						
<i>Sub-Total</i>						

<b>Table 17. (cont'd.)</b> <b>Financial Marketing Assistance Programs</b> <b>Commodity(s):</b>						
<b>Country/ Region</b>	<b>GSM-102</b>		<b>GSM-103</b>		<b>Supplier Credit</b>	<b>Comments</b>
<b>(1)</b>	<b>TMT/Units</b>	<b>\$</b>	<b>TMT/Units</b>	<b>\$</b>	<b>\$</b>	<b>(7)</b>
<b>(2)</b>	<b>(3)</b>		<b>(4)</b>	<b>(5)</b>	<b>(6)</b>	
<b>ASIA</b>						
China						
India						
Indonesia						
Korea						
Pakistan						
Papua New Guinea						
Sri Lanka						
Southeast Asia 1/						
Other						
<i>Sub-Total</i>						
<b>TOTAL</b>						

1/ Regions:

East Africa:	Kenya, Uganda, Tanzania
Southern Africa:	Angola, Botswana, Burundi, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Sudan, Seychelles, S. Africa, Swaziland, Tanzania, Zaire, Zambia, Zimbabwe
West Africa:	Benin, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Congo, Cote D'Ivoire, Gabon, Gambia, Ghana, Guinea-Bissau, Guinea, Liberia, Mali, Mauritania, Nigeria, Senegal, Sierra Leone and Togo
Andean:	Bolivia, Chile, Columbia, Ecuador, Peru, Venezuela
C. America:	Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama
C. America (SCGP):	El Salvador, Guatemala, Panama
E. Caribbean:	Barbados, Grenada, Guyana, St. Lucia, St. Vincent & the Grenadines, Suriname, Trinidad & Tobago
W. Caribbean:	Haiti and Jamaica
S. East Asia (SCGP):	Indonesia, Malaysia, Philippines, Singapore

**1998 UNIFIED EXPORT STRATEGY:**  
*Requests for Trade Policy Assistance*

---

**Part A: Industry Profile**

**1. Organization:**

**2. Product(s):**

**Part B: Trade Policy Initiatives**

**1. Country/Region:**

- Policy/SPS Impediment(s):
  
- Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
  
  
- Potential Trade Gain Associated with Removal of Impediment:

---

**2. Country/Region:**

- Policy/SPS Impediment:
  
- Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
  
  
- Potential Trade Gain Associated with Removal of Impediment:

## **Part B: Trade Policy Initiatives (cont'd)**

### **3. *Country/Region:***

- Policy/SPS Impediment(s):
  - Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
  - Potential Trade Gain Associated with Removal of Impediment:
- 

### **4. *Country/Region:***

- Policy/SPS Impediment:
  - Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
  - Potential Trade Gain Associated with Removal of Impediment:
- 

### **5. *Country/Region:***

- Policy/SPS Impediment:
- Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
- Potential Trade Gain Associated with Removal of Impediment:

## **Part B: Trade Policy Initiatives (cont'd)**

### **6. Country/Region:**

- Policy/SPS Impediment(s):
- Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
- Potential Trade Gain Associated with Removal of Impediment:

---

### **7. Country/Region:**

- Policy/SPS Impediment:
- Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
- Potential Trade Gain Associated with Removal of Impediment:

---

### **8. Country/Region:**

- Policy/SPS Impediment:
- Summary of Policy Initiatives/Program Resources Needed to Eliminate/Overcome Impediment:
- Potential Trade Gain Associated with Removal of Impediment:

# **1998 UNIFIED EXPORT STRATEGY AND APPLICATION HANDBOOK**

---

## ***APPENDIX***

# Appendix Item # 1

## COCHRAN FELLOWSHIP PROGRAM DESCRIPTION

### OVERVIEW

Since 1984, the U.S. Congress has made funds available for training agriculturalists from middle income countries and emerging democracies. Training opportunities are for senior and mid-level specialists and administrators concerned with agricultural trade, agribusiness development, management, policy and marketing from the public and private sectors. All training occurs in the United States. The Cochran Fellowship Program is part of the United States Department of Agriculture's Foreign Agricultural Service, International Cooperation and Development, Food Industries Division (USDA/FAS/ICD/FID). Since its start in 1984, the Cochran Fellowship Program has provided U.S.- based training for over 5,490 international participants from 56 countries worldwide.

### PROGRAM OBJECTIVES

Program objectives are to provide high quality training resulting in knowledge and skills that will:

- (1) assist eligible countries to develop agricultural systems necessary to meet the food needs of their domestic populations; and
- (2) strengthen and enhance trade linkages between eligible countries and agricultural interests in the United States.

### CRITERIA FOR COUNTRY ELIGIBILITY

Countries that meet the following requirements are eligible to participate in the program:

- A. The country (1) has economic ties with the United States and (2) its principal agricultural exports do not compete significantly with U.S. agricultural commodities and products in international trade.
- B. A country, or significant segments therein, that has developed economically to a point where it no longer qualifies for bilateral foreign assistance from the United States because its per capita income level exceeds the eligibility requirement of such assistance programs.
- C. A country that has never qualified for bilateral foreign aid assistance from the United States, but with respect to which an ongoing relationship with the United States, including technical assistance and training, would provide mutual benefits to such country and the United States.
- D. A country that has recently begun the transformation of its system of government from a non-representative type to a representative democracy and that is encouraging democratic institution building and cultural values.
- E. Any country that (1) is taking steps toward a market-oriented economy through the food, agriculture, or rural business sectors of the economy of the country; and (2) has the potential to provide a viable and significant market for United States commodities or products of United States agricultural commodities.

EQUAL OPPORTUNITY IN EMPLOYMENT AND SERVICES



## **COUNTRIES INVOLVED IN 1998**

### **AFRICA**

Cote d'Ivoire  
Ghana  
Kenya  
Namibia  
Senegal  
South Africa  
Tanzania  
Tunisia  
Uganda

### **LATIN AMERICA**

Caribbean  
Brazil  
Chile  
Colombia  
Costa Rica  
Guatemala  
Mexico  
Panama  
Trinidad & Tobago  
Venezuela

### **ASIA**

China  
Indonesia  
Malaysia  
Philippines  
South Korea  
Thailand  
Vietnam

### **NON-EU EUROPE**

Albania  
Bosnia  
Bulgaria  
Croatia  
Czech  
Republic  
Estonia  
Hungary  
Latvia  
Lithuania  
Poland  
Romania  
Slovakia  
Slovenia  
Turkey

### **NEWLY INDEPENDENT STATES OF THE FORMER SOVIET UNION**

Armenia  
Azerbaijan  
Georgia  
Kazakhstan  
Kyrgyzstan  
Moldova  
Russia  
Tajikistan  
Turkmenistan  
Ukraine  
Uzbekistan

## **TRAINING FOCUS**

The Cochran Fellowship Program (CFP) offers short-term training opportunities, most ranging from 2 weeks to 3 months, depending on the objectives of the program. Participants meet with professionals in their fields, participate in field observations and industry visits, experience on-the-job training, attend university courses and seminars, or participate in a combination of the above. No training, however, will be approved which directly enhances a country's ability to export goods in competition with the United States. CFP works closely with USDA's Foreign Agricultural Service (FAS) and U.S. agricultural trade and market development associations to identify potential areas of training for countries participating in the Cochran Fellowship Program. Every effort is made to match U.S. agricultural interests with those of the recipient countries.

## **PROGRAM DESIGN**

Each training program reflects a philosophy that training should provide participants with sound technical knowledge and the opportunity to test and practice new skills and knowledge in practical situations. Therefore, most programs offer a mixture of technical instruction, practical field observations, and "hands-on" experience. Programs are specially designed in accordance with the training objectives discussed during interviews with candidates and the recommendations of the respective USDA/FAS Foreign Agricultural Affairs Officer.

## **APPLICANT ELIGIBILITY**

The Cochran Fellowship Program is open to the staff of agribusinesses, government departments, universities, and other agricultural organizations. In their own countries, applicants may be managers, technicians, scientists, professors, administrators, and/or policy makers.

All participants must be in good health, and the Cochran Fellowship Program strongly advises a thorough physical exam prior to traveling to the United States.

Participants proficient in the oral and written usage of the English language are preferred.

## **SELECTION PROCEDURE**

- 1) Program Announcement -- After receiving a program announcement cable from USDA/ICD/FID, the FAS Foreign Agricultural Affairs Officer will notify the appropriate parties in order to solicit nominations.
- 2) Applications -- Applications, complete and in English (preferably typed), should be submitted to the FAS Officer who will conduct an initial screening of applications to determine the appropriateness of the proposed study programs and the fulfillment of program requirements. The application must include a detailed description of the training request.
- 3) Interviews -- A final pool of applicants will be selected as candidates for the 1998 program by the FAS Officer and will be interviewed during country visits by Cochran Fellowship Program staff.
- 4) Committee Selection -- Final approval of candidates will be made by a USDA committee, chaired by the Cochran Fellowship Program Director, on the basis of candidates qualifications, FAS Officer recommendations, an interview, and country specific training needs.
- 5) Award Announcement -- The Program Director of the Cochran Fellowship Program will notify the FAS Officer of the recipients by cable. The FAS Officer will notify individual recipients.

## **TRAINING SCHEDULE**

Training will take place as soon as the appropriate training program can be arranged. The Cochran Fellowship Program Officer selects training sites on the basis of (1) seasonal variances and growing seasons, (2) trainer availability, and (3) schedules at training sites.

## **INTERNATIONAL TRAVEL**

The Cochran Fellowship Program does not fund international travel to and from the participating country, except in countries of the Newly Independent States, South Africa, Namibia and Albania.

## **EVALUATION**

Program participants are expected to submit either an oral or written evaluation to their Cochran Fellowship Program Officer upon completion of their programs.

## **FOLLOW-UP**

Each year, the Cochran Fellowship Program objectives are successfully met as a result of sustained contact and correspondence between hosts and participants after the training program is completed. The Cochran Fellowship Program strongly encourages this type of relationship in order to extend the training benefits to all involved.

## **FOR FURTHER INFORMATION CONTACT:**

Cochran Fellowship Program  
USDA/FAS/ICD/Food Industries Division  
Mail Stop 1086  
1400 Independence Avenue, SW  
Washington, DC 20250-1086

Telephone: (202) 690-1734  
Fax: (202) 690-0349  
Internet: [laidig@fas.usda.gov](mailto:laidig@fas.usda.gov)

## Appendix Item # 2

### TABLE OF COUNTRY CODES \1

Code	Country	Code	Country
AF	Afghanistan	CD	Chad
AL	Albania	CI	Chile
AG	Algeria	CH	China
AQ	American Samoa	KT	Christmas Island
AN	Andorra	IP	Clipperton Island
AO	Angola	CK	Cocos (Keeling) Islands
AV	Anguilla	CO	Colombia
AY	Antarctica	CN	Comoros
AC	Antigua and Barbuda	CF	Congo
AR	Argentina	CW	Cook Islands
AM	Armenia	CS	Costa Rica
AA	Aruba	HR	Croatia
AS	Australia	CU	Cuba
AU	Austria	CY	Cyprus
AJ	Azerbaijan	EZ	Czech Republic
BF	Bahamas, The	DA	Denmark
BA	Bahrain	DJ	Djibouti
BG	Bangladesh	DO	Dominica
BB	Barbados	DR	Dominican Republic
BO	Belarus	EC	Ecuador
BE	Belgium	EG	Egypt
BH	Belize	ES	El Salvador
BN	Benin	EK	Equatorial Guinea
BD	Bermuda	ER	Eritrea
BT	Bhutan	EN	Estonia
BL	Bolivia	ET	Ethiopia
BK	Bosnia and Hercegovina	FA	Falkland Islands (Islas Malvinas)
BC	Botswana	FO	Faroe Islands
BR	Brazil	FJ	Fiji
IO	British Indian Ocean Territory	FI	Finland
VI	British Virgin Islands	FR	France
BX	Brunei	FG	French Guiana
BU	Bulgaria	FP	French Polynesia
UV	Burkina Faso	FS	French Southern & Antarctic Lands
BM	Burma	GB	Gabon
BY	Burundi	GA	Gambia, The
CB	Cambodia	GZ	Gaza Strip
CM	Cameroon	GG	Georgia
CA	Canada	GM	Germany
CV	Cape Verde	GH	Ghana
CJ	Cayman Islands	GI	Gibraltar
CT	Central African Republic	GR	Greece

Code	Country
GL	Greenland
GJ	Grenada
GP	Guadeloupe
GQ	Guam
GT	Guatemala
GK	Guernsey
GV	Guinea
PU	Guinea-Bissau
GY	Guyana
HA	Haiti
VT	Holy See (Vatican City)
HO	Honduras
HK	Hong Kong
HU	Hungary
IC	Iceland
IN	India
ID	Indonesia
IR	Iran
IZ	Iraq
EI	Ireland
IS	Israel
IT	Italy
IV	Cote d'Ivoire
JM	Jamaica
JA	Japan
JE	Jersey
JO	Jordan
KZ	Kazakhstan
KE	Kenya
KR	Kiribati
KN	Korea, North
KS	Korea, South
KU	Kuwait
KG	Kyrgyzstan
LA	Laos
LG	Latvia
LE	Lebanon
LT	Lesotho
LI	Liberia
LY	Libya
LS	Liechtenstein
LH	Lithuania
LU	Luxembourg
MC	Macau
MK	Macedonia, The Former Yugoslav Republic of
MA	Madagascar
MI	Malawi

Code	Country
MY	Malaysia
MV	Maldives
ML	Mali
MT	Malta
IM	Man, Isle of
RM	Marshall Islands
MB	Martinique
MR	Mauritania
MP	Mauritius
MF	Mayotte
MX	Mexico
FM	Micronesia, Federated States of
MQ	Midway Islands
MD	Moldova
MN	Monaco
MG	Mongolia
MW	Montenegro
MH	Montserrat
MO	Morocco
MZ	Mozambique
WA	Namibia
NR	Nauru
NP	Nepal
NL	Netherlands
NT	Netherlands Antilles
NC	New Caledonia
NZ	New Zealand
NU	Nicaragua
NG	Niger
NI	Nigeria
NE	Niue
NF	Norfolk Island
CQ	Northern Mariana Islands
NO	Norway
MU	Oman
PK	Pakistan
PS	Palau
PM	Panama
PP	Papua New Guinea
PF	Paracel Islands
PA	Paraguay
PE	Peru
RP	Philippines
PC	Pitcairn Islands
PL	Poland
PO	Portugal
RQ	Puerto Rico
QA	Qatar

Code	Country
RE	Reunion
RO	Romania
RS	Russia
RW	Rwanda
SH	Saint Helena
SC	Saint Kitts and Nevis
ST	Saint Lucia
SB	Saint Pierre and Miquelon
VC	Saint Vincent and Grenadines
SM	San Marino
TP	Sao Tome and Principe
SA	Saudi Arabia
SG	Senegal
SR	Serbia
SE	Seychelles
SL	Sierra Leone
SN	Singapore
LO	Slovakia
SI	Slovenia
BP	Solomon Islands
SO	Somalia
SF	South Africa
SX	South Georgia and the South Sandwich Islands
SP	Spain
PG	Spratly Islands
CE	Sri Lanka
SU	Sudan
NS	Suriname
SV	Svalbard
WZ	Swaziland
SW	Sweden
SZ	Switzerland
SY	Syria

Code	Country
TW	Taiwan
TI	Tajikistan
TZ	Tanzania
TH	Thailand
TO	Togo
TL	Tokelau
TN	Tonga
TD	Trinidad and Tobago
TS	Tunisia
TU	Turkey
TX	Turkmenistan
TK	Turks and Caicos Islands
TV	Tuvalu
UG	Uganda
UP	Ukraine
TC	United Arab Emirates
UK	United Kingdom
UY	Uruguay
UZ	Uzbekistan
NH	Vanuatu
VE	Venezuela
VM	Vietnam
VQ	Virgin Islands
WQ	Wake Island
WF	Wallis and Futuna
WE	West Bank
WI	Western Sahara
WS	Western Samoa
YM	Yemen
CG	Zaire
ZA	Zambia
ZI	Zimbabwe

1/ The country codes used in this table supercede all others used previously under the MAP and FMD programs.

## Appendix Item # 3

### Table of Commodity Aggregate Codes

(For additional guidance contact the appropriate FAS Commodity Division)

AFATS - Animal Fats	MISMM - Miscellaneous Moulding and Mill work
EDTAL - Edible Tallow	NSTPL - Nonstructural Panels
FTMEL - Feather Meal	PRBHS - Prefabricated Wooden Houses
INTAL - Inedible Tallow	SFTLM - Softwood Lumber
LARD - Lard	SFTMM - Softwood Moulding and Mill work
MTMEL - Meat Meal	SFTVN - Softwood Veneers
OTFAT - Other Animal Fats	STRPL - Structural Panels
BMALT - Barley Malt	OTHFP - Other Forest Products
BEER - Beer	
BKCER - Breakfast Cereals	FRUIT - Fresh & Processed
CONDI - Condiments	APPLE - Apples
COTSD - Cotton Seeds	AVOCA - Avocados
COTML - Cotton Seed Meal	BERRY - Berries
COTTN - Cotton	BLBRY - Blueberries
CSGRN - Coarse Grains	
BARLY - Barley	BLUFZ - Frozen Blueberries
CORN - Corn	
CRNOL - Corn Oil	BLUFR - Fresh Blueberries
OTGRN - Other Grains	CRBRY - Cranberries
SORGM - Sorghum	STBRY - Strawberries
CTFBY - Cotton Yarns and Fabrics	
CTWOV - Cotton Fabrics	STRFR - Fresh Strawberries
CTYRN - Cotton Yarn	
OTCOT - Other Cotton Yarns and Fabrics	STRFZ - Frozen Strawberries
DAIRY - Dairy Products	WLBRY - Wild Blueberries
BUTTR - Butter	
CHESE - Cheese	WBLFR - Fresh Wild
LACTO - Lactose	Blueberries
MILK - Fluid Milk	
NDM - Milk powder	WBLFZ - Frozen Wild
WHEY - Whey	Blueberries
YOICE - Yogurt and Ice Cream	OTBRY - Other Berries
OTDAI - Other Dairy Products	CANFR - Canned Fruit
DLIQR - Distilled Liquors	CNDPE - Canned Peaches
BRBN - Bourbon	CNDPR - Canned Pears
BRNDY - Brandy	CNDCK - Canned Cocktail
OTLIQ - Other Liquors	CITRS - Citrus
VODKA - Vodka	GPFRT - Grapefruit, Fresh
FEEDS - Feeds & Fodder	LEMON - Lemons, Fresh
CGFML - Corn Gluten Feed	ORANG - Oranges, Fresh
HAYPR - Hay & Hay Products	OTCTR - Other Citrus, Fresh
OTFED - Other Feed & Fodder	DRFRU - Dried Fruit
FOODI - Food Ingredients	PRUNE - Prunes
FORST - Forest Products	RAISN - Raisins
ENGWP - Engineered Wood Products	OTDRF - Other Dried Fruit
HDWLM - Hardwood Lumber	GRAPE - Grapes
HDWMM - Hardwood Moulding and Mill work	GRJEL - Grapes Processed
HDWPL - Hardwood Panels	
HDWVN - Hardwood Veneers	

GRPFR - Grapes, Fresh  
 KIWI - Kiwifruit  
 OTFRT - Other Fruit  
 PAPAY - Papayas  
 PEARS - Pears  
 STNFR - Stone fruit  
  
 CHRRY - Cherries  
  
 CHTAR - Red Tart Cherries  
  
 CHSWE - Sweet Cherries  
  
 OTCHR - Other Cherries  
  
 PEACH - Peaches  
  
 PLUMS - Plums  
  
 OTSFR - Other Stone Fruit  
 GENET - Livestock and Livestock Genetics  
 BCATL - Beef Breeding Cattle  
 BSHEP - Breeding Sheep  
 DCATL - Dairy Cattle  
 EMBRY - Embryos  
 GOATS - Goats  
 HORSE - Purebred Horses  
 SEMEN - Semen  
 SWINE - Breeding Swine  
 OTLVE - Other Livestock and Livestock Genetics  
  
 GNSNG - Ginseng  
 HIDES - Hides  
 MINK - Minks  
 CHIDE - Cattle  
 OTHID - Other Hides & Skins  
 HONEY - Honey  
 HOPS - Hops  
 JUICE - Fruit & Vegetable Juices  
 FRTJU - Fruit Juices  
  
 FTJUC - Fruit Juices Citrus  
  
 ORJUC - Orange Juice  
  
 GFJUC - Grapefruit Juice  
  
 OTCJU - Other Citrus Juices  
  
 FTJUN - Fruit Juices Non-Citrus  
  
 GRPJC - Grape Juice

OTNJU - Other Non-Citrus  
  
 Juices  
 VEGJU - Vegetable Juices  
 MOHAR - Mohair  
 PASTA - Pasta  
 PETFD - Pet Foods  
 PLANT - Live plants  
 PLTRY - Poultry Products  
 EGGS - Eggs & Egg Products  
 PMEAT - Poultry Meat  
 CMEAT - Chicken Meat  
 TMEAT - Turkey Meat  
 OTPMT - Other Poultry Meat  
 PNUTS - Peanuts  
 PNTBT - Peanut Butter  
 PNTRW - Raw Peanuts  
 PNTPP - Peanuts Prepared and Preserved  
 PNTNS - Inshell Peanuts  
 OTPNT - Other Peanuts  
 PREPF - Prepared Foods  
 PROCP - Processed Products, nes  
 PULSE- Pulses  
 BEANS - Dried Beans  
 PEALN - Peas and Lentils  
 LENTL - Lentils  
 PEAS - Peas  
 RICE - Rice  
 REDMT - Red Meat  
 BEEF - Beef  
 LAMB - Lamb  
 PORK - Pork  
 OTRMT - Other Red Meat  
 SEAFD - Fish & Seafood  
 SALMN - Salmon  
 CTFISH - Catfish  
 CRABS - Crabs  
 SQUID - Squid  
 SURIM - Surimi  
 OTSEA - Other Seafood  
  
 SEEDS - Planting Seeds  
 SDFLD - Field Crop Seeds  
 SDFOR - Forage Seeds  
 SDGRS - Grass Seeds  
 SDLEG - Leguminous Vegetable Seeds  
 SDVEG - Vegetable Seeds  
 OTHSD - Miscellaneous Seeds  
 SNKBK - Snack Bakery Products  
 SNKCN - Candy/Chocolate/Other Confect.  
 SNKPC - Popcorn  
 SNKSL - Snacks Salty  
 SOFTD - Soft Drinks  
 SOYBN - Soybeans  
 SOYML - Soybean Meal  
 SPICE - Spices  
 SUNFL - Sunflowerseeds  
 SUNCN - Confectionery Sunflowerseed  
 SUNCN - Sunflowerseed Crushing

OTSUN - Other Sunflowerseeds  
 TRNUT - Tree Nuts  
     ALMND - Almonds  
     PECAN - Pecans  
     WALNU - Walnuts  
     PISTA - Pistachio  
     OTNUT - Other Nuts  
 VEGET - Fresh & Processed Vegetables  
     ASPAR - Asparagus  
  
     ASPPP - Processed Asparagus  
  
     ASPFR - Fresh/Chilled Asparagus  
     POTAT - Potatoes  
  
     POTFS - Fresh Potatoes  
  
     POTFZ - Frozen Potatoes  
     SCORN - Sweet Corn  
  
     SCPP - Processed Sweet Corn  
  
     SCFSH - Fresh Sweet Corn  
  
     SCFRZ - Frozen Sweet Corn  
     TOMAT - Tomatoes  
  
     TOMPR - Processed Tomatoes  
  
     TOMFR - Fresh Tomatoes  
     OTVEG - Other Vegetables  
 VGOIL - Total Vegetable Oil  
     COTOL - Cotton Seed Oil  
     PNTOL - Peanut Oil  
     SOYOL - Soybean Oil  
     SUNOL - Sunflowerseed Oil  
     OTVOL - Other Vegetable Oil  
 WHEAT - Wheat  
 WHFLR - Wheat Flour  
 WINE - Wine  
 WOOL - Wool  
     RAW - Raw Wool  
     SCOUR - Scoured Wool  
     TOPS - Wool Tops  
     WOFAB - Wool Fabrics and Yarns